## COMPANY NAME

DECEMBER 2019 AND YTD SALES

| Current Monthly Report | \# of <br> Bookings | Total | Average Cost Per <br> Booking |
| :---: | :---: | :---: | :---: |
| Air | 3 | $\$ 1,054.20$ | $\$ 351.40$ |
| Hotel | 1 | $\$ 229.00$ | $\$ 229.00$ |
| Car | 4 | $\$ 331.09$ | $\$ 82.77$ |
| Rail | 0 | $\$ 0.00$ | $\$ 0.00$ |
| Other (Limo) | 0 | $\$ 0.00$ | $\$ 0.00$ |


| Monthly Sales | 8 | $\$ 1,614.29$ |
| :--- | :--- | :--- |


| Year to Date Report | \# of <br> Bookings | Total | Average Cost Per <br> Booking |
| :---: | :---: | :---: | :---: |
| Air | 114 | $\$ 41,487.52$ | $\$ 363.93$ |
| Hotel | 187 | $\$ 21,454.60$ | $\$ 114.73$ |
| Car | 163 | $\$ 10,210.26$ | $\$ 62.64$ |
| Rail | 0 | $\$ 0.00$ | $\$ 0.00$ |
| Other | 0 | $\$ 0.00$ | $\$ 0.00$ |
| Year to Date Sales | $\mathbf{4 6 4}$ | $\$ 73,152.38$ |  |


| dRAVEL ANALYSIS | 12/01/19 TO 12/31/19 | 1/01/19 TO 12/31/19 |
| :---: | :---: | :---: |
| TRAVEL ANALYSIS | CURRENT MONTH | YEAR TO DATE |
| Ticket Amount | \$1,054.20 | \$41,487.52 |
| \# of Tickets | 3 | 114 |
| Avg Ticket Amount | \$351.40 | \$363.93 |
| Amtrak Amount | \$0.00 | \$0.00 |
| \# of Transactions | 0 | 0 |
| Avg Transaction Amount | \$0.00 | \$0.00 |
| Refund Amount | \$0.00 | \$0.00 |
| \# of Refunds | 0 | 0 |
| Avg Refund Amount | \$0.00 | \$0.00 |
| Domestic Ticket Amount | \$1,054.20 | \$37,469.27 |
| \# of Dom Tickets | 3 | 107 |
| Avg Dom Ticket | \$351.40 | \$350.18 |
| International Ticket Amount | \$0.00 | \$2,179.28 |
| \# of Intl. Tickets | 0 | 7 |
| Avg Intl. Tickets | \$0.00 | \$311.33 |
| TOP 10 VALIDATING AIRLINES | \# OF TICKETS | AMOUNT |
| American Airlines | 3 | \$1,054.20 |
| Southwest | 0 | \$0.00 |
| United Airlines | 0 | \$0.00 |
| Continental | 0 | \$0.00 |
| Delta Airlines | 0 | \$0.00 |
| US AIR | 0 | \$0.00 |
| ALASKA | 0 | \$0.00 |
| AIRTRAN | 0 | \$0.00 |
|  | 0 | \$0.00 |
|  |  | \$0.00 |
| CAR ANALYSIS | CURRENT MONTH | YEAR TO DATE |
| TOTAL CAR COST | \$331.09 | \$10,210.26 |
| CARS RENTED | 4 | 163 |
| CAR RENTAL DAYS | - 4 | 163 |
| AVERAGECAR RATE/DAY | \$82.77 | \$62.64 |
| RENTAL DAYS | 1.00 | 1.00 |
| TOP CAR CHAINS | \# OF DAYS | AMOUNT |
| Hertz | 4 | \$331.09 |
| Enterprise | 3 | \$0.00 |
| Thrifty | 0 | \$0.00 |
| Dollar | 0 | \$0.00 |
| Budget | 0 | \$0.00 |
| Avis | 0 | \$0.00 |
|  | 0 | \$0.00 |
| HOTEL ANALYSIS C | CURRENT MONTH | YEAR TO DATE |
| TOTAL HOTEL COST | \$229.00 | \$21,454.60 |
| ROOMS BOOKED | 1 | 187 |
| ROOM NIGHTS | 1 | 195 |
| AVERAGEHOTEL RATE/NIGHT | T \$229.00 | \$110.02 |
| LENGTH OF STAY | 1.00 | 1.04 |
| TOP 10 HOTELS | \# OF DAYS | AMOUNT |
| RENAISSANCE | 1 | \$229.00 |
|  | 0 | \$0.00 |
|  | 0 | \$0.00 |
|  | 0 | \$0.00 |
|  | 0 | \$0.00 |









COMPANY NAME

## ARCHER TRAVEL SERVICE

## SUMMARY OF ALL ACTIVITY <br> FOR PERIOD OF <br> 12/01/19 TO 12/31/19 AND YTD

|  | CURRENT MONTH |  |  |  | YEAR TO DATE TOTALS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Type | Total Cost | \# of Trx | Avg Cost | Total \% | Total Cost | Count | Avg Cost | Total \% |
| AIR | \$1,054.20 | 3 | \$351.40 | 55.66\% | \$41,487.52 | 114 | \$363.93 | 54.73\% |
| HOTEL | \$229.00 | 1 | \$229.00 | 12.09\% | \$21,454.60 | 187 | \$114.73 | 28.30\% |
| CAR | \$331.09 | 4 | \$82.77 | 17.48\% | \$10,210.26 | 163 | \$62.64 | 13.47\% |
| SERVICE FEES | \$279.80 | 7 | \$39.97 | 14.77\% | \$2,657.95 | 64 | \$41.53 | 3.51\% |
| RAIL TICKETS | \$- | 0 | \$- | 0.00\% | \$- | 0 | \$- | \$0.00 |
| Total | \$1,894.09 | 15 | \$126.27 | 100\% | \$75,810.33 | 528 | \$582.83 | 100\% |


|  | CURRENT MONTH |  |  |  | YEAR TO DATE TOTALS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Airline Carrier | Total Ticket Amount | \# of Tkts | Avg. Ticket Amount | Total \% | Total Ticket Amount | \# of Tkts | Avg. Ticket Amount | Total \% |
| AMERICAN AIRLINES | \$1,054.20 | 3 | \$351.40 | 100.00\% | \$17,336.53 | 34 | \$509.90 | 41.79\% |
| SOUTHWEST | \$- | 0 | \$- | 0.00\% | \$3,762.20 | 17 | \$221.31 | 9.07\% |
| UNITED AIRLINES | \$- | 0 | \$- | 0.00\% | \$8,193.13 | 23 | \$356.22 | 19.75\% |
| CONTINENTAL | \$- | 0 | \$- | 0.00\% | \$3,731.74 | 12 | \$310.98 | 8.99\% |
| DELTA AIRLINES | \$- | 0 | \$- | 0.00\% | \$1,406.10 | 4 | \$351.53 | 3.39\% |
| US AIR | \$- | 0 | \$- | 0.00\% | \$2,345.63 | 8 | \$293.20 | 5.65\% |
| ALASKA | \$- | 0 | \$- | 0.00\% | \$1,382.18 | 4 | \$345.55 | 3.33\% |
| AIRTRAN | \$- | 0 | \$- | 0.00\% | \$1,099.80 | 2 | \$549.90 | 2.65\% |
| AIR CANADA | \$- | 0 | \$- | 0.00\% | \$1,211.51 | 2 | \$605.76 | 2.92\% |
| VIRGIN AMERICA | \$- | 0 | \$- | 0.00\% | \$914.00 | 7 | \$130.57 | 2.20\% |
| ALL OTHERS | \$- | 0 | \$- | 0.00\% | \$104.70 | 1 | \$104.70 | 0.25\% |
| Total | \$1,054.20 | 3 | \$- | 100\% | \$41,487.52 | 114 | \$363.93 | 100\% |


|  | CURRENT MONTH |  |  |  |  | YEAR TO DATE TOTALS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hotel Chain | Total Hotel Expense | Bookings Per Hotel | \# Of Days | $\begin{array}{\|c} \text { Avg Cost per } \\ \text { Day } \end{array}$ | Total \% | Total Hotel Expense | Bookings Per Hotel | \# Of Days | Avg Cost per Day | Total \% |
| RENAISSANCE | \$229.00 | 1 |  | \$229.00 | 100.0\% | \$841.00 | 7 | 7 | \$120.14 | 3.9\% |
| HYATT | \$- | 0 | 0 | \$- | 0.0\% | \$4,598.00 | 34 | 34 | \$135.24 | 21.4\% |
| PEABODY | \$- | 0 | 0 | \$- | 0.0\% | \$149.00 | 2 | 2 | \$74.50 | 0.7\% |
| ALL OTHERS | \$- | 0 | 0 | \$- | 0.0\% | \$15,866.60 | 144 | 152 | \$104.39 | 74.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
|  | \$- | 0 | 0 | \$- | 0.0\% |  |  |  |  | 0.0\% |
| Total | \$229.00 | 1 | 1 | \$229.00 | 100.0\% | \$21,454.60 | 187 | 195 | \$110.02 | 100\% |


|  | CURRENT MONTH |  |  |  |  | YEAR TO DATE TOTALS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car Rental Company | Total Car Expense | Bookings Per Co | \# Of Days | Avg Cost per Day | Total \% | Total Car Expense | Bookings Per Co | \# Of Days | Avg Cost per Day | Total \% |
| \|HERTZ | \$331.09 | 4 | 4 | \$82.77 | 100.00\% | \$5,001.32 | 54 | 54 | \$92.62 | 48.98\% |
| ENTERPRISE | \$- | 0 | 0 | \$- | 0.00\% | \$2,526.95 | 57 | 57 | \$44.33 | 24.75\% |
| THRIFTY | \$- | 0 | 0 | \$- | 0.00\% | \$755.91 | 16 | 16 | \$47.24 | 7.40\% |
| AVIS | \$- | 0 | 0 | \$- | 0.00\% | \$104.99 | 1 | 1 | \$104.99 | 1.03\% |
| DOLLAR | \$- | 0 | 0 | \$- | 0.00\% | \$1,785.94 | 34 | 34 | \$52.53 | 17.49\% |
| BUDGET | \$- | 0 |  | \$- | 0.00\% | \$35.15 | 1 | 1 | \$35.15 | 0.34\% |
|  | \$- | 0 |  | \$- | 0.00\% | \$- |  |  | \$- | 0.00\% |
|  | \$- | 0 |  | \$- | 0.00\% | \$- |  |  | \$- | 0.00\% |
| Total | \$331.09 | 4 | 4 | \$82.77 | 100\% | \$10,210.26 | 163 | 163 | \$62.64 | 100\% |

## COMPANY NAME

ARCHER TRAVEL SERVICE
TOP 10 VALIDATING
AIRLINES
12/01/19 to 12/31/19

| AIRLINE NAME | TICKET PRICE | COUNT | AVERAGE TICKET <br> PRICE | \$ AMOUNT \% TO <br> TOTAL |
| :--- | :---: | :---: | :---: | :---: | :---: |
| AMERICAN AIRLINES | $\$ 1,054.20$ | 3 | $\$ 0.00$ | $0.00 \%$ |
| SOUTHWEST | $\$ 0.00$ | 0 | $\$ 0.00$ | $0.00 \%$ |
| UNITED AIRLINES TOTAL |  |  |  |  |



COMPANY NAME
ARCHER TRAVEL SERVICE
DAYS PURCHASED IN ADVANCE
12/01/19 to 12/31/19

| Advance Purchase Group | Ticket Price | \# of Tkts | $\%$ of Total Tkts | Avg Tkt Price | $\%$ To Total \$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 21 + DAYS | $\$ 714.80$ | 2 | $0.0 \%$ | $\$ 0.00$ | $0.0 \%$ |
| 14-20 DAYS | $\$ 0.00$ | 0 | $0.0 \%$ | $\$ 0.00$ | $0.0 \%$ |
| 7-13 DAYS | $\$ 339.40$ | 1 | $0.0 \%$ | $\$ 0.00$ | $0.0 \%$ |
| 3-6 DAYS | $\$ 0.00$ | 0 | $0.0 \%$ | $\$ 0.00$ | $0.0 \%$ |
| 0-2 DAYS | $\$ 0.00$ | 0 | $0.0 \%$ | $\$ 0.00$ | $0.0 \%$ |
| Totals | $\$ 1,054.20$ | $\mathbf{3}$ | $\mathbf{0 . 0 \%}$ | $\$ 0.00$ | $\mathbf{0 \%}$ |

NOTE: THIS REPORT DOES NOT INCLUDE EXCHANGES OR REFUNDS.

## Days Purchased In Advance



| CAR CHAIN NAME | \# OF DAYS | AVERAGE DAILY RATE | TOTAL CAR EXPENSES |
| :--- | :---: | :---: | :---: |
| HERTZ | 4 | $\$ 82.77$ | $\$ 331.09$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| Totals: | 4 | $\$ 82.77$ |  |

Car Rental Summary

| RANKING | HOTEL NAME | TOTAL HOTEL <br> EXPENSE | BOOKINGS PER <br> HOTEL | \# Of Days | AVERAGE PER DAY | TOTAL \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | RENAISSANCE | \$229.00 | 1 | 1 | $\$ 229.00$ | $100 \%$ |
|  |  |  |  |  |  |  |


$\qquad$

